

Mika PARTAIN et al., Application No. 09/760,864
Page 3

Dkt. No. 2271/63926

Listing of Claims

The following listing of claims will replace all prior versions, and listings, of claims in the subject application:

Claims 1-44 (canceled).

45. (currently amended) A method for enhancing product sales in network transactions, the method comprising:

(a) delivering display information to a customer side for ordering products or services via a network;

(b) receiving at a seller side an initial order from the customer side, said initial order comprising

(i) customer side information including an identity of a client, and

(ii) an initial specified quantity;

(c) determining based on ~~said customer side information and~~ said initial specified quantity whether said initial order is to be treated as a retail-customer-to-business transaction or as a business-to-business transaction, and

(c1) when it is determined based on ~~said customer side information and~~ said initial specified quantity that said initial order is to be treated as a retail-customer-to-business transaction, and if said specified quantity of said initial order is in a range equal to or higher than a first predetermined quantity but lower than a third predetermined quantity, changing the display information at the customer side to reflect the retail-customer-to-business transaction and a retail-customer-to-

Mika PARTAIN et al., Application No. 09/760,864
Page 4

Dkt. No. 2271/63926

business promotion, and

(c2) when it is determined based on ~~said customer side information and~~ said initial specified quantity that said initial order is to be treated as a business-to-business transaction, and if said specified quantity is equal to or greater than said third predetermined quantity, changing the display information at the customer side to reflect the business-to-business transaction and a business-to-business promotion; and

(d) processing and executing the order with the appropriate corresponding promotion,

wherein ~~[[when]]~~ if it is determined in (c2) that the specified quantity of the initial order is lower than said ~~first predetermined quantity but greater than a second predetermined non-zero quantity~~ third predetermined quantity, then it is determined based on said customer side information if said initial order is eligible to be treated as a business-to-business transaction, and

if it is determined based on said customer side information that said initial order is eligible to be treated as a business-to-business transaction, the seller side calculates a quantity difference to qualify for the ~~retail customer to business~~ business-to-business transaction and promotion, displays the quantity difference along with ~~retail customer to business~~ business-to-business transaction and promotion information at the customer side, and provides the customer side with an option of modifying the order.

Claim 46 (canceled).

47. (currently amended) The method of claim 45, wherein when the specified quantity

Mika PARTAIN et al., Application No. 09/760,864
Page 5

Dkt. No. 2271/63926

of the initial order is lower than said first predetermined quantity but greater than a second predetermined non-zero quantity, the seller side calculates a quantity difference to qualify for the retail-customer-to-business transaction and promotion, displays the quantity difference along with retail-customer-to-business transaction and promotion information at the customer side, and provides the customer side with an option of modifying the order, and

if the customer side confirms the initial order without modifying the initial order, the seller side determines that the initial order does not qualify as [[a]] the retail-customer-to-business transaction.

48. (previously presented) The method of claim 45, wherein when the specified quantity of the initial order is greater than said first predetermined quantity but less than said third predetermined quantity, the seller side calculates a quantity difference to qualify for the business-to-business transaction and promotion, and displays the quantity difference along with business-to-business transaction and promotion information at the customer side display, and provides the customer side with an option of modifying the order.

49. (previously presented) The method of claim 48, wherein if the customer side confirms the initial order without modifying the initial order, the seller side determines the transaction does not qualify as the business-to-business transaction.

50. (currently amended) The method of claim [[45]] 47, wherein if the specified quantity of the initial order is less than the second predetermined quantity, the initial order is processed without providing a promotion in customer side display information.

Mika PARTAIN et al., Application No. 09/760,864
Page 6

Dkt. No. 2271/63926

Claim 51 (canceled).

52. (currently amended) A system for promoting product sales in network transactions, the system comprising:

a customer side terminal including

an information entry part configured for user entry of an initial order,

a display configured to display information reflecting said initial order entered through said information entry part, and

a communication part configured to communicate information corresponding to said initial order, through a network with a seller side computer, said initial order comprising

(i) customer side information including an identity of a client, and

(ii) an initial specified quantity;

wherein said customer side terminal sends said initial order to said seller side computer to enable said seller side computer to determine based on ~~said customer side information~~ and said initial specified quantity whether the initial order is to be treated as a retail-customer-to-business transaction or as a business-to-business transaction comprising a business-to-business promotion,

wherein the display information at the customer side is changed to reflect a retail-customer-to-business transaction and a retail-customer-to-business promotion, if it is determined based on ~~said customer side information~~ and said initial specified quantity that the initial order is to be treated as a retail-customer-to-business transaction and if a specified quantity of said initial order is in a range equal to or higher than a first predetermined quantity but lower than a

Mika PARTAIN et al., Application No. 09/760,864
Page 7

Dkt. No. 2271/63926

third predetermined quantity, and

wherein the display information at the customer side is changed to reflect a business-to-business transaction and a business-to-business promotion, if it is determined based on ~~said customer side information and~~ said initial specified quantity that the initial order is to be treated as a business-to-business transaction and if said specified quantity is equal to or greater than said third predetermined quantity,

wherein ~~[[when]]~~ if it is determined that the specified quantity of the initial order is lower than said ~~first predetermined quantity but greater than a second predetermined non-zero quantity~~ third predetermined quantity, then it is determined based on said customer side information if said initial order is eligible to be treated as a business-to-business transaction, and

if it is determined based on said customer side information that said initial order is eligible to be treated as a business-to-business transaction, the seller side calculates a quantity difference to qualify for the ~~retail-customer-to-business~~ business-to-business transaction and promotion, displays the quantity difference along with ~~retail-customer-to-business~~ business-to-business transaction and promotion information at the customer side, and provides the customer side with an option of modifying the order.

Claim 53 (canceled).

54. (currently amended) The system of claim 52, wherein said customer side terminal displays promotion information corresponding to ~~[[a]]~~ the retail-customer-to-business transaction contingent on increasing the specified quantity of the initial order to at least said first predetermined quantity, if said specified quantity of the initial order is less than said first

Mika PARTAIN et al., Application No. 09/760,864
Page 8

Dkt. No. 2271/63926

predetermined quantity but greater than a second predetermined non-zero quantity.

Claim 55 (canceled).

56. (currently amended) The system of claim 52, wherein said customer side terminal displays promotion and transaction information corresponding to [[a]] the business-to-business transaction contingent on increasing the specified quantity of the initial order to said third predetermined quantity, if said specified quantity of the initial order is greater than said first predetermined quantity but less than said third predetermined quantity.

Claim 57 (canceled).

58. (currently amended) A system for promoting product sales in network transactions, the system comprising:

a seller side computer facility including

a communication part configured to communicate through a network with a customer side terminal and receive an initial order from said customer side terminal, said initial order comprising

(i) customer side information including an identity of a client, and

(ii) an initial specified quantity; and

a determination part configured to determine based on ~~said customer side information and~~ said initial specified quantity whether said initial order is to be treated as a retail-customer-to-business transaction or as a business-to-business

Mika PARTAIN et al., Application No. 09/760,864
Page 9

Dkt. No. 2271/63926

transaction, and

when it is determined based on ~~said customer side information and~~ said initial specified quantity that said initial order is to be treated as a retail-customer-to-business transaction, and if said specified quantity of said initial order is in a range equal to or higher than a first predetermined quantity but lower than a third predetermined quantity, cause the display information at the customer side to change to reflect the retail-customer-to-business transaction and a retail-customer-to-business promotion, and

when it is determined based on ~~said customer side information and~~ said initial specified quantity that said initial order is to be treated as a business-to-business transaction, and if said specified quantity is equal to or greater than said third predetermined quantity, cause the display information at the customer side to change to reflect the business-to-business transaction and a business-to-business promotion,

wherein ~~[[when]]~~ if it is determined that the specified quantity of the initial order is lower than said ~~first predetermined quantity but greater than a second predetermined non-zero quantity~~ third predetermined quantity, then it is determined based on said customer side information if said initial order is eligible to be treated as a business-to-business transaction, and

if it is determined based on said customer side information that said initial order is eligible to be treated as a business-to-business transaction, the seller side calculates a quantity difference to qualify for the ~~retail-customer-to-business~~ business-to-business transaction and promotion, displays the quantity difference along with ~~retail-customer-to-business~~ business-to-business transaction and promotion information at the customer side, and provides the customer side with an option of modifying the order.

Mika PARTAIN et al., Application No. 09/760,864
Page 10

Dkt. No. 2271/63926

59. (currently amended) The system for promoting product sales of claim 58, wherein said determination part determines that the initial order is ~~[[a]]~~ the business to business transaction based on the identity of the customer.

60. (currently amended) The system for promoting product sales of claim 58, wherein when said determination part determines said quantity information is higher than ~~[[a]]~~ the first predetermined quantity but lower than ~~[[a]]~~ the third predetermined quantity, said seller side computer facility displays causes said customer side to display a difference between the specified quantity of the initial order and a quantity needed to qualify for a business to business transaction and promotion, and provide the customer side with an option of modifying the initial order.

Claims 61 (canceled).

62. (currently amended) The system of claim 58, wherein said customer side information includes information regarding a mix of products ordered, and the determination part determines, based on ~~said initial specified quantity and said customer side information including~~ said information regarding ~~[[a]]~~ the mix of products ordered, whether said initial order is eligible to be treated as ~~a retail customer to business transaction or as a~~ the business-to-business transaction.

Claims 63 and 64 (canceled).

65. (new) The system of claim 58, wherein said customer side information includes an

Mika PARTAIN et al., Application No. 09/760,864
Page 11

Dkt. No. 2271/63926

initial order time of the initial order, and the determination part determines, based on said initial order time, whether said initial order is eligible to be treated as the business-to-business transaction.

66. (new) The system of claim 58, wherein said customer side information includes a requested delivery time, and the determination part determines, based on said requested delivery time, whether said initial order is eligible to be treated as the business-to-business transaction.

67. (new) The system of claim 58, wherein said customer side information includes a requested delivery mode, and the determination part determines, based on said requested delivery mode, whether said initial order is eligible to be treated as the business-to-business transaction.

68. (new) The system of claim 58, wherein the seller side calculates the quantity difference to qualify for the business-to-business transaction and promotion, if it is determined based on said customer side information that the initial order is eligible to be treated as the business-to-business transaction.

69. (new) The system of claim 58, wherein the retail-customer-to-business transaction corresponds to a first transaction between a retail customer entity and a first business entity, and the business-to-business transaction corresponds to a second transaction between the first business entity and a second business entity.

70. (new) The system of claim 58, wherein if it is determined based on said initial

Mika PARTAIN et al., Application No. 09/760,864
Page 12

Dkt. No. 2271/63926

specified quantity that the initial order is not to be treated as the business-to-business transaction, and it is determined based on said customer side information that the initial order is eligible to be treated as the business-to-business transaction,

then the seller side calculates the quantity difference to qualify for the business-to-business transaction and promotion, displays the quantity difference along with the business-to-business transaction and promotion information at the customer side, and provides the customer side with the option of modifying the order.

71. (new) The system of claim 58, wherein if it is determined based on said initial specified quantity that the initial order is to be treated as the retail-customer-to-business transaction, and it is determined based on said customer side information that the initial order is eligible to be treated as the business-to-business transaction,

then the seller side calculates the quantity difference to qualify for the business-to-business transaction and promotion, displays the quantity difference along with the business-to-business transaction and promotion information at the customer side, and provides the customer side with the option of modifying the order.